



## Genesis & Validation

A project with a proven legacy & strong foundation

- Roots in International Consensus:
  - Based on the approved project 'International Maritime Academy of the International Chamber of Commerce', endorsed by the ICC Maritime Transport Commission in Paris. June 28, 2012.
- Tangible Launch and Development:
  - The Admiral Ushakov Maritime Institute was established in August 2015 as a startup for this initiative, through the reorganization of the Maritime Institute of Postgraduate Education.

## Genesis & Validation

NOVA TOTIUS ORBIS MAPPA EX OPTIMIS AUCTORIBUS DESUMTA. Italia. Pet. Krl.

- Backed by Authoritative Research:
  - The need for the IMU is validated by extensive research conducted by the Maritime Administrative Commission of the Ukrainian National Committee of the International Chamber of Commerce.
  - The Maritime Administrative Commission has been analyzing the global maritime industry landscape since December 2011, ensuring the IMU addresses truly global and relevant industry needs.

## Executive Summary

- Establishment of a next-generation maritime education platform
- Compliance: STCW, IMO, EQF, ESG, ISO 9001
- Jurisdictional flexibility (US + offshore)
- Joint degrees with universities in USA, EU, UK, AU, NO, GCC
- Benefits: leadership in maritime education, accessibility, scalability to 3,000+ students

## Global Maritime Industry - Market Opportunity

- 8–12 million people employed in maritime sectors worldwide
- Shortage of 280,000–350,000 specialists by 2030 (IMO, UNCTAD)
- Key suppliers of seafarers: Ukraine, India, Philippines, Africa, Latin America, GCC
- IMU addresses certification and training needs globally

## Innovation & Unique Value

- Proprietary IRDVS platform with AI, VR, AR, IoT
- Web3/NFT diplomas + SBT skills (dynamic qualifications)
- DAO-based education governance (world's first)
- Learn-to-Earn model incentivizing seafarers
- Multilingual interface: EN, FR, ES, PT, UA, etc.

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## Academic Model

- Blended learning: online theory + in-person practice at partner CoC centers
- Full STCW-78 compliance
- From short courses to PhD and MBA/EMBA
- Programs: Navigation, Engineering, Green Tech, Digitalization, Law
- Joint degrees and academic mobility with partner universities

## Implementation & Global Reach

- Local training hubs under franchise model
- Regional focus: Ukraine, Moldova, Georgia, India, Philippines, Africa, GCC
- Scaling potential: 3,000 students within first 24 months
- Global alumni database and crew management system

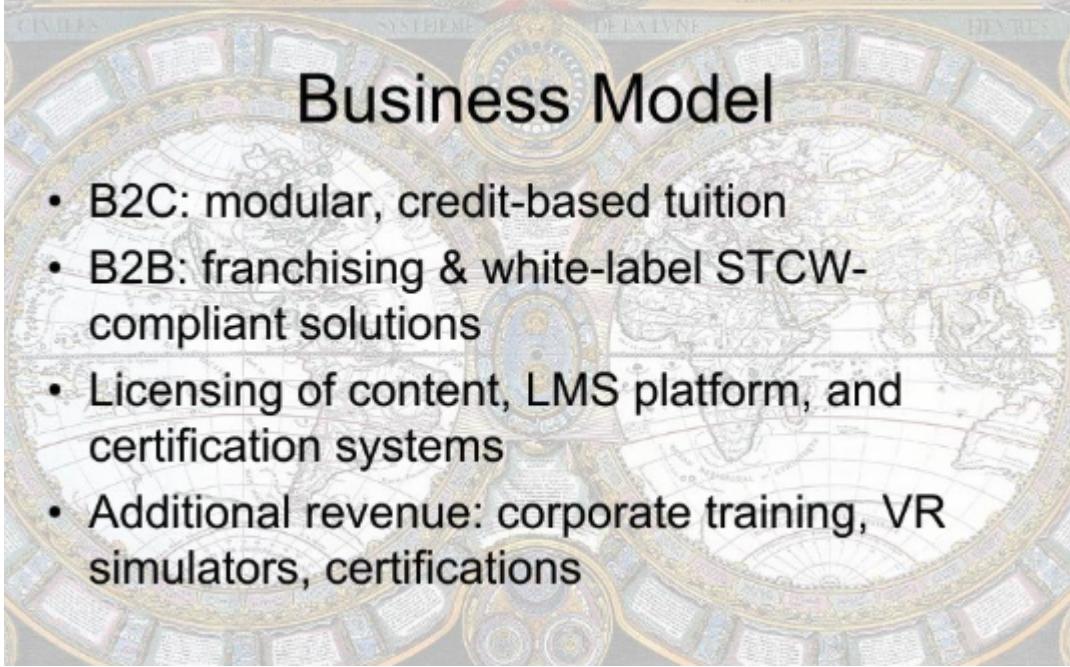
## Financial Model & Investment

**Project Launch: €3,000,000**

**Pie Chart: Investment Distribution**

- Platform & Tech Development: €600,000 (20%)
- Curriculum & Content: €400,000 (13%)
- Partnerships (Unis, CoC Centers): €500,000 (17%)
- Marketing & Go-to-Market: €500,000 (17%)
- Legal Structuring: €200,000 (7%)
- Administrative Costs: €600,000 (20%)
- Reserve: €200,000 (7%)

**Profit Forecast:** ≈ €240 million/year at full operational capacity.



## Business Model

- B2C: modular, credit-based tuition
- B2B: franchising & white-label STCW-compliant solutions
- Licensing of content, LMS platform, and certification systems
- Additional revenue: corporate training, VR simulators, certifications



## Alignment with UN SDGs

- SDG 4: Quality Education
- SDG 8: Decent Work & Economic Growth
- SDG 9: Industry, Innovation & Infrastructure
- SDG 10: Reduced Inequalities
- SDG 17: Partnerships for the Goals



## Call to Action

We invite investors and partners to join IMU:

- As a co-founder
- As a strategic partner
- As an investor
- Be part of a global maritime education transformation.

## Team & Experience

- Technological: Experts in AI, VR, maritime automation.
- Academic: Leaders in maritime education for standard adaptation.
- Industrial: Shipowners, logistics companies for IoT data.
- Associated: Admiral Ushakov Maritime Institute as a testbed for the platform.

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- Author / Head / Coordinator of the International Maritime University project
- Founder / Rector of Admiral Ushakov Maritime Institute
- Coordinator in International Maritime Organization. ICC Ukraine
- Chairman of the Maritime Administrative Commission ICC Ukraine
- Member of the Commission on Maritime Transport / Customs and Trade Facilitation of ICC

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